

Message Text

UNCLASSIFIED

PAGE 01 BEIRUT 02842 040653Z

16

ACTION COME-00

INFO OCT-01 NEA-09 ISO-00 EB-07 /017 W

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R 040545Z MAR 75

FM AMEMBASSY BEIRUT

TO SECSTATE WASHDC 3173

UNCLAS BEIRUT 2842

E.O. 11652: N/A

TAGS: BTIO, LE

SUBJECT: LICENSING OPPORTUNITY: AIR CONDITIONING EQUIPMENT
ASSEMBLY PLANT

1. COMATT APPROACHED BY HENRY SLLHA (WTDR SUBMITTED FEB. 1968), A CIVIL ENGINEER WHO IS CO-OWNER AND MANAGER OF CONDAIR (WTDR UNDER PREPARATION), A RECENTLY ESTABLISHED FIRM WHICH IMPORTS AND INSTALLS AIR CONDITIONING EQUIPMENT. HE IS NOW LOOKING SERIOUSLY INTO SETTING UP SMALL TO MEDIUM SIZE AIR CONDITIONING EQUIPMENT ASSEMBLY PLANT IN CHTAURA (BEKAA). HE HAS PURCHASED 50 THOUSAND SQ. METERS OF LAND AND PLANS START CONSTRUCTION SOON.

2. SALHA REQUESTS COMMERCE PUT HIM INTO CONTACT WITH MANUFACTURERS OF RESIDENTIAL AIR CONDITIONING EQUIPMENT WHO INTERESTED IN LICENSING AGREEMENT AND CAN OFFER TECHNICAL ASSISTANCE. HE MOST INTERESTED IN SALE OUTSIDE LEBANON OF AIR CONDITIONING EQUIPMENT OF AIR COOLED TYPE IN 3 TO 100 REFRIGERATING TON SIZE FOR APARTMENTS AND LARGE BUILDINGS.

3. SALHA IS YOUNG, ENERGETIC, ENTREPRENEURIAL TYPE WHO HAS RECORD OF SUCCESS SO FAR. HE PARTLY SUPPORTED FINANCIALLY BY BANK (STATES WORKING CAPITAL LL 2 MIL.). SALHA'S BANK REPORTS PERSONAL ASSETS ESTIMATED AROUND LL 800,000, INVESTED IN BUSINESS AND REAL ESTATE.

4. REQUEST COMMERCE SOUND OUT INTERESTED FIRMS. THEY CAN CONTACT SALHA AT UNION DE PARIS BLDG., ROME ST., P.O.

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PAGE 02 BEIRUT 02842 040653Z

BOX 4736, BEIRUT, OR CABLE HENSALAS.

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Message Attributes

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Disposition Event:
Disposition History: n/a
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Margaret P. Grafeld
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